



Posted 01/30/2014 JW  
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CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE  
REAL ESTATE COMMISSION**

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WEBSITE: [DPR.DELAWARE.GOV](http://DPR.DELAWARE.GOV)  
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**PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE**

**MEETING DATE AND TIME: Thursday, February 6, 2014 at 9:30 a.m.**

**PLACE: Division of Professional Regulation  
861 Silver Lake Boulevard, Cannon Building  
Second Floor Conference Room A  
Dover, Delaware**

**AMENDED AGENDA  
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
  - 2.1 Meeting Minutes – January 2, 2014
- 3.0 Unfinished Business
  - 3.1 Continued Discussion Regarding CE Reciprocity with Surrounding Jurisdictions
- 4.0 New Business
  - 4.1 Update from the Commission – Ms. Klimowicz
  - 4.2 Review of Course Provider Applications
    - 4.2.1 Course Provider: American C.E. Institute, LLC
      - 4.2.1.1 Course Title: The Purchase Reverse Mortgage Program  
Credit Hours: 3.0  
Module: 7
    - 4.2.2 Course Provider: Century 21 Gold Key Realty
      - 4.2.2.1 Course Title: New Seller's Disclosure  
Credit Hours: 3.0  
Module: 5
    - 4.2.3 Course Provider: The Commercial Real Estate School of TriState Realtors Commercial Alliance
      - 4.2.3.1 Course Title: Capital Markets: CMBS, Bridge/Mezz and Where We are Heading  
Credit Hours: 3.0  
Module: 7

- 4.2.3.2 Course Title: Understanding Professional Documents/Agreements  
Credit Hours: 3.0  
Module: 3
- 4.2.4 Course Provider: Elzufon, Austin, Tarlov & Mondell, P.A.
  - 4.2.4.1 Course Title: Case Law Update  
Credit Hours: 3.0  
Module: 5
  - 4.2.4.2 Course Title: Delaware Landlord Tenant Code  
Credit Hours: 3.0  
Module: 6
  - 4.2.4.3 Course Title: Delaware Statewide Agreement of Sale  
Credit Hours: 3.0  
Module: 3
  - 4.2.4.4 Course Title: Delaware Uniform Common Interest Ownership Act & Unit  
Property Act  
Credit Hours: 3.0  
Module: 5
  - 4.2.4.5 Course Title: How to Have a Smooth Settlement  
Credit Hours: 3.0  
Module: 7
- 4.2.5 Course Provider: Keller Williams Realty
  - 4.2.5.1 Course Title: Legislative Issues  
Credit Hours: 3.0  
Module: 5
  - 4.2.5.2 Course Title: NAR Quadrennial Ethics Course  
Credit Hours: 3.0  
Module: 2
  - 4.2.5.3 Course Title: Stucco – The Nitty Gritty  
Credit Hours: 3.0  
Module: 7
- 4.2.6 Course Provider: Kent County Association of Realtors
  - 4.2.6.1 Course Title: Ethics  
Credit Hours: 3.0  
Module: 2
  - 4.2.6.1 Course Title: Mold to Sold  
Credit Hours: 3.0  
Module: 7
- 4.2.7 Course Provider: McKissock, LP
  - 4.2.7.1 Course Title: Demystifying Appraisals  
Credit Hours: 3.0

Module: 7

4.2.8 Course Provider: OnCourse Learning Corp. d.b.a. Career WebSchool

4.2.8.1 Course Title: Ethics in Real Estate  
Credit Hours: 3.0  
Module: 2

4.2.8.2 Course Title: Tax Free Exchanges  
Credit Hours: 3.0  
Module: 7

4.2.9 Course Provider: Sussex County Association of Realtors

4.2.9.1 Course Title: Case Law Update  
Credit Hours: 3.0  
Module: 5

4.2.9.2 Course Title: Delaware Landlord-Tenant Code  
Credit Hours: 3.0  
Module: 6

4.2.9.3 Course Title: Generational Selling and Social Media  
Credit Hours: 3.0  
Module: 7

4.2.9.4 Course Title: How to Have a Smooth Settlement  
Credit Hours: 3.0  
Module: 7

4.2.9.5 Course Title: The Statewide Agreement of Sale for Residential Property  
Credit Hours: 3.0  
Module: 3

4.2.9.6 Course Title: Understanding DUCIOA and the New Amendments to the  
Unit Property Act  
Credit Hours: 3.0  
Module: 5

\*4.2.9.7 Course Title: Legal Implications of Social Media Marketing  
Credit Hours: 3.0  
Module: 7

\*4.2.9.8 Course Title: LOMA Flood Plain Process  
Credit Hours: 3.0  
Module: 7

\*4.2.9.9 Course Title: Video Marketing for Real Estate  
Credit Hours: 3.0  
Module: 7

\*4.2.9.10 Course Title: Certified Military Residential Specialist  
Credit Hours: 3.0

Module(s): 6 or 7

\*4.2.9.11 Course Title: DE Case Law Regarding Rule 7.1.1 of the Delaware Real Estate Commission  
Credit Hours: 3.0  
Module: 5

\*4.2.9.12 Course Title: DE Listing Agreements and Real Property Disclosure  
Credit Hours: 3.0  
Module: 3

\*4.2.9.13 Course Title: RESPA Rule 8 Course Outline  
Credit Hours: 3.0  
Module(s): 4 or 5

4.2.10 Course Provider: Ward & Taylor, LLC .

4.2.10.1 Course Title: Home Inspection – Blessing or a Curse?  
Credit Hours: 3.0  
Module: 3 or 7

\*4.2.11 Course Provider: Delaware School of Real Estate

4.2.11.1 Course Title: Legislative Issues  
Credit Hours: 3.0  
Module: 5

4.2.11.2 Course Title: Delaware Statutes for Real Estate Professionals  
Credit Hours: 3.0  
Module: 5

\*4.2.12 Course Provider: The Delaware Association of Realtors

4.2.12.1 Course Title: Risk Management  
Credit Hours: 3.0  
Module: 4

4.2.12.2 Course Title: Selling HUD Homes – Making it Easy!  
Credit Hours: 3.0  
Module 6

#### 4.3 Review of Instructor Applications

4.3.1 Michael Banner

Continuing Education: Module 7 – The Purchase Reverse Mortgage – A Three Hour Detailed Class

4.3.2 Kathleen Booth

Pre-Licensing Course: Orientation; Real Estate Mathematics

4.3.3 Kenneth Feaster

Continuing Education: Continuing Education Modules 1, 3, 5, 6 and 7 – How to Have a Smooth Settlement

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Ethics; Legal & Governmental Aspects of Real Estate

- 4.3.4 William Horan  
Continuing Education: Continuing Education Module 7 – 1031 Exchanges

- 4.3.5 Jeanne LaMere  
Continuing Education: Continuing Education Modules 1 – 6, Continuing Education Module 7 – RESPA; Taxation (Tax Free Exchanges); Green Homes

- 4.3.6 Katherine Leary  
Continuing Education: Continuing Education Module 7 – Home Financing Basics; Steps in Loan Processing & Underwriting; Overview of Mortgage Options; Federal Laws & Mortgages

- 4.3.7 Martha Lowe  
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Communication/Sales; Staging; Marketing, REBAC Courses as approved by REBAC

- 4.3.8 Philip McGinnis  
Continuing Education: Continuing Education Modules 3, 4, 5 & 6

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Brokerage (Sales Management), Valuing Real Property, Real Estate Investment Mathematics

- 4.3.9 Robert Sadusky  
Continuing Education: Continuing Education Module 7 – Mold to Sold

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents

- 4.3.10 Edward Tarlov  
Continuing Education: Continuing Education Module 1, 3, 5, 6, and 7 – How to Have a Smooth Settlement; Laws Statutes and Contracts

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Legal & Governmental Aspects of Real Estate

- 4.3.11 Roger Truemper  
Continuing Education: Continuing Education Module 1, 3, 5, 6, and 7 – How to Have a Smooth Settlement

Pre-Licensing Course: Real Estate Law

- \*4.3.12 Dominic Balascio  
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 2, 3, & 6  
  
Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Law; Real Estate Mathematics  
  
Broker's Course: Real Estate Documents; Ethics; Legal and Governmental Aspects of Real Estate
- \*4.3.13 Lisa Flowers  
Continuing Education: Module 7 – Legal Implications of Social Media Marketing; Growing Your Business Using Social Media; Social Media for Real Estate Pros; 50 Ways to use Social Media in Business; Integrating Social Media into Your Marketing; Top 6 Social Media Platforms for Business
- \*4.3.14 Peter Green, Jr.  
Continuing Education: Video Marketing for Real Estate
- \*4.3.15 Alexander Szep  
Continuing Education: Continuing Education Module 6 and 7 – Mortgage Financing; Credit Scoring; Real Estate Transaction for Mortgage Side; First Time Home Buyer  
  
Pre-Licensing Course: Real Estate Mathematics  
  
Broker's Course: Financing
- \*4.3.16 Louise Thaxton  
Continuing Education: Continuing Education Modules 6 & 7 – Certified Military Residential Specialist

4.4 Review of Student Requests for Approval of Continuing Education

- 4.4.1 Student Name: Beverly Blades  
Course Title: Agency & Fair Housing  
Course Provider: Delaware Association of Realtors  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 4.4.2 Student Name: John Blades  
Course Title: Agency and Fair Housing  
Course Provider: Delaware Association of Realtors  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 4.4.3 Student Name: Marquita Davis  
Course Title: New Licensee Module 2 – The Agreement of Sale  
Course Provider: Omega Real Estate School  
Credit Hours: 3.0  
Requesting Approval for Module: 2

- 4.4.4 Student Name: Carol P. Eckenbrecht  
Course Title: Selling HUD Homes – Making it Easy  
Course Provider: Stephen Marcus  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 4.4.5 Student Name: Lani D. Freshwater  
Course Title: Delaware Real Estate Commission's Annual Seminar  
Course Provider: Delaware Real Estate Commission  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 4.4.6 Student Name: Donna L. Harrington  
Course Title: Selling HUD Homes – Making it Easy  
Course Provider: Stephen Marcus  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 4.4.7 Student Name: Michael J. Harrington, Jr.  
Course Title: Delaware Real Estate Commission's Annual Seminar  
Course Provider: Delaware Real Estate Commission  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 4.4.8 Student Name: Judy Mangini  
Course Title: New Licensed Salesperson Module 4  
Course Provider: Sussex County Association of Realtors  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 4.4.9 Student Name: Philip McGinnis  
Course Title: CMA Course  
Course Provider: Delaware Association of Realtors  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 4.4.10 Student Name: Patricia E. Sebastian  
Course Title: Selling HUD Homes – Making it Easy  
Course Provider: Stephen Marcus  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 4.4.11 Student Name: Richard Stutz  
Course Title: Professional Standards for Module 2  
Course Provider: Delaware Association of Realtors  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- \*4.4.12 Student Name: William Ulmer  
Course Title: Delaware Real Estate Commission's Annual Seminar  
Course Provider: Delaware Real Estate Commission

Credit Hours: 3.0  
Requesting Approval for Module: 7

- \*4.4.13 Student Name: Mary Whitaker  
Course Title: Delaware Real Estate Commission's Annual Seminar  
Course Provider: Delaware Real Estate Commission  
Credit Hours: 3.0  
Requesting Approval for Module: 7

5.0 Correspondence

5.1 Review Correspondence from the Association of Realtors School

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – March 6, 2014 at 9:30 a.m.

9.0 Adjournment

**Please Take Note:** To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**